

To: Maney, F, Addressi, A, Richards, M, Mitchell, Greg, Grossberg, S, Gambardella, Mark R., Brown, Greg
From: McHugh, Michael
Posted: 12/19/96 14:02
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Subject: Independent Contract CIV / SOM

Gentlemen :

Attached is an excel workbook containing a sheet for each division and a region summary. These sheets show contract CIV, SOM under contract as well as total SOM for each assignment. I feel that it is a good measuring tool to see how deep contract penetration is as well as effectiveness of those contracts. The date last updated will show on the footer when you print. If you would like to receive this on a quarterly basis, let me know.

Mike

CC: Orourke, Rory, 1200 - New York Region (SCULLYA)

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Independent Contract CIV / SOM

1200	SIS IND VOLUME	SIS RJR VOLUME	AIM RJR VOLUME	AIM IND VOLUME	SIS SOM	AIM SOM
total vol	1452229	237163	77975	602689	16.3%	12.9%
tot contract vol	828290	158921	50892	333941	19.2%	15.2%
% vol contracted	57.0%	67.0%	65.3%	55.4%		
1221	SIS IND VOLUME	SIS RJR VOLUME	AIM RJR VOLUME	AIM IND VOLUME	SIS SOM	AIM SOM
total vol	159716	25360	9808	78344	15.9%	12.5%
tot contract vol	80380	15064	6109	39572	18.7%	15.4%
% vol contracted	50.3%	59.4%	62.3%	50.5%		
1222	SIS IND VOLUME	SIS RJR VOLUME	AIM RJR VOLUME	AIM IND VOLUME	SIS SOM	AIM SOM
total vol	185621	28142	10669	80331	15.2%	13.3%
tot contract vol	99738	18999	6863	43741	19.0%	15.7%
% vol contracted	53.7%	67.5%	64.3%	54.5%		
1223	SIS IND VOLUME	SIS RJR VOLUME	AIM RJR VOLUME	AIM IND VOLUME	SIS SOM	AIM SOM
total vol	208100	29540	16100	127883	14.2%	12.6%
tot contract vol	155478	24868	12507	90575	16.0%	13.8%
% vol contracted	74.7%	84.2%	77.7%	70.9%		
1224	SIS IND VOLUME	SIS RJR VOLUME	AIM RJR VOLUME	AIM IND VOLUME	SIS SOM	AIM SOM
total vol	204428	44141	11166	65708	21.6%	17.0%
tot contract vol	108293	27818	6059	26996	25.7%	22.4%
% vol contracted	53.0%	63.0%	54.3%	41.1%		
1225	SIS IND VOLUME	SIS RJR VOLUME	AIM RJR VOLUME	AIM IND VOLUME	SIS SOM	AIM SOM
total vol	247052	33400	7474	71284	13.5%	10.5%
tot contract vol	109520	21606	3511	22504	19.7%	15.6%
% vol contracted	44.3%	64.7%	47.0%	31.6%		
1226	SIS IND VOLUME	SIS RJR VOLUME	AIM RJR VOLUME	AIM IND VOLUME	SIS SOM	AIM SOM
total vol	178143	31706	12278	94705	17.8%	13.0%
tot contract vol	92873	19801	6791	44607	21.3%	15.2%
% vol contracted	52.1%	62.5%	55.3%	47.1%		
1229	SIS IND VOLUME	SIS RJR VOLUME	AIM RJR VOLUME	AIM IND VOLUME	SIS SOM	AIM SOM
total vol	269169	44874	10482	84634	16.7%	12.4%
tot contract vol	182008	30765	9052	65946	16.9%	13.7%
% vol contracted	67.6%	68.6%	86.4%	77.9%		

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122101		SIS IND VOLUME	SIS RJR VOLUME	AIM RJR VOLUME	AIM IND VOLUME	SIS SOM	AIM SOM
total vol		18149	3787	1383	9568	20.9%	14.5%
tot contract vol		14079	3223	1063	6520	22.9%	16.3%
% vol contracted		77.6%	85.1%	76.9%	68.1%		
122102							
total vol		21560	3521	1891	13465	16.3%	14.0%
tot contract vol		15900	2781	1521	9803	17.5%	15.5%
% vol contracted		73.7%	79.0%	80.4%	72.8%		
122103							
total vol		22190	3944	1791	11486	17.8%	15.6%
tot contract vol		15658	3111	1325	6763	19.9%	19.6%
% vol contracted		70.6%	78.9%	74.0%	58.9%		
122104							
total vol		19939	3609	1612	11871	18.1%	13.6%
tot contract vol		14710	2903	1264	8478	19.7%	14.9%
% vol contracted		73.8%	80.4%	78.4%	71.4%		
122105							
total vol		18763	2416	631	7571	12.9%	8.3%
tot contract vol		1790	283	117	1230	15.8%	9.5%
% vol contracted		9.5%	11.7%	18.5%	16.2%		
122106							
total vol		16771	1716	780	8067	10.2%	9.7%
tot contract vol		4400	700	228	1680	15.9%	13.6%
% vol contracted		26.2%	40.8%	29.2%	20.8%		
122107							
total vol		15467	2263	565	5198	14.6%	10.9%
tot contract vol		4347	597	167	1403	13.7%	11.9%
% vol contracted		28.1%	26.4%	29.6%	27.0%		
122108							
total vol		13022	2042	465	5800	15.7%	8.0%
tot contract vol		4853	738	193	2093	15.2%	9.2%
% vol contracted		37.3%	36.1%	41.5%	36.1%		
122109							
total vol		13855	2062	688	5318	14.8%	12.8%
tot contract vol		4643	728	231	1602	15.7%	14.4%
% vol contracted		33.5%	35.3%	33.6%	30.1%		
1221xx							
total vol		159716	25360	9806	78344	15.9%	12.5%
tot contract vol		80380	15064	6109	39572	18.7%	15.4%
% vol contracted		50.3%	59.4%	62.3%	50.5%		

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122201		SIS IND VOLUME	SIS RJR VOLUME	AIM RJR VOLUME	AIM IND VOLUME	SIS SOM	AIM SOM
total vol		20899	3534	2441	17716	16.9%	13.8%
tot contract vol		14302	2564	1753	10549	17.9%	16.6%
vol contracted		68.4%	72.6%	71.8%	59.5%		
122202							
total vol		13050	1432	243	3032	11.0%	8.0%
tot contract vol		1929	414	39	485	21.5%	8.0%
% vol contracted		14.8%	28.9%	16.0%	16.0%		
122203							
total vol		28995	4266	1454	9149	14.7%	15.9%
tot contract vol		21280	3289	1234	6806	15.5%	18.1%
% vol contracted		73.4%	77.1%	84.9%	74.4%		
122204							
total vol		18441	2856	1840	14505	15.5%	12.7%
tot contract vol		10790	1947	1223	9024	18.0%	13.6%
% vol contracted		58.5%	68.2%	66.5%	62.2%		
122205							
total vol		24453	3645	1039	7440	14.9%	14.0%
tot contract vol		15452	2604	729	4780	16.9%	15.3%
% vol contracted		63.2%	71.4%	70.2%	64.2%		
122206							
total vol		20297	2719	1724	13668	13.4%	12.6%
tot contract vol		10072	1617	887	6031	16.1%	14.7%
% vol contracted		49.6%	59.5%	51.5%	44.1%		
122207							
total vol		14539	1280	507	5906	8.8%	8.6%
tot contract vol		1355	192	79	676	14.2%	11.7%
% vol contracted		9.3%	15.0%	15.6%	11.4%		
122208							
total vol		19387	3888	1096	6972	20.1%	15.7%
tot contract vol		11486	2605	741	4356	22.7%	17.0%
% vol contracted		59.2%	67.0%	67.6%	62.5%		
122209							
total vol		25560	4522	325	1943	17.7%	16.7%
tot contract vol		13072	3767	178	1034	28.8%	17.2%
% vol contracted		51.1%	83.3%	54.8%	53.2%		
1222xx							
total vol		185621	28142	10669	80331	15.2%	13.3%
tot contract vol		99738	18999	6863	43741	19.0%	15.7%
% vol contracted		53.7%	67.5%	64.3%	54.5%		

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Independent Contract CIV / SOM

122301		SIS IND VOLUME	SIS RJR VOLUME	AIM RJR VOLUME	AIM IND VOLUME	SIS SOM	AIM SOM
total vol		23106	3041	1422	11190	13.2%	12.7%
tot contract vol		15996	2786	1142	7678	17.4%	14.9%
% vol contracted		69.2%	91.6%	80.3%	68.6%		
122302							
total vol		30712	3633	2242	19189	11.8%	11.7%
tot contract vol		21305	3190	1733	12935	15.0%	13.4%
% vol contracted		69.4%	87.8%	77.3%	67.4%		
122303							
total vol		41199	5379	3857	31558	13.1%	12.5%
tot contract vol		27770	3760	2773	21470	13.5%	12.9%
% vol contracted		67.4%	69.9%	70.1%	68.0%		
122304							
total vol		22109	3523	923	8444	15.9%	10.9%
tot contract vol		19301	3220	777	6558	16.7%	11.8%
% vol contracted		87.3%	91.4%	84.2%	77.7%		
122305							
total vol		0	0	0	0	#DIV/0!	#DIV/0!
tot contract vol		0	0	0	0	#DIV/0!	#DIV/0!
% vol contracted		#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!		
122306							
total vol		19090	3023	1791	14151	15.8%	12.7%
tot contract vol		15655	2686	1509	11286	17.2%	13.4%
% vol contracted		82.0%	88.9%	84.3%	79.8%		
122307							
total vol		18577	2909	1601	12496	15.7%	12.8%
tot contract vol		12975	2210	1147	8219	17.0%	14.0%
% vol contracted		69.8%	76.0%	71.6%	65.8%		
122308							
total vol		25571	3866	2307	15989	15.1%	14.4%
tot contract vol		20898	3399	1930	12057	16.3%	16.0%
% vol contracted		81.7%	87.9%	83.7%	75.4%		
122309							
total vol		27735	4166	1857	14666	15.0%	12.7%
tot contract vol		21578	3617	1496	10372	16.8%	14.4%
% vol contracted		77.8%	86.8%	80.6%	70.7%		
1223xx							
total vol		208100	29540	16100	127683	14.2%	12.6%
tot contract vol		155478	24868	12507	90575	16.0%	13.8%
% vol contracted		74.7%	84.2%	77.7%	70.9%		

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122401		SIS IND VOLUME	SIS RJR VOLUME	AIM RJR VOLUME	AIM IND VOLUME	SIS SOM	AIM SOM
total civ		23033	5278	1583	7450	22.9%	21.2%
tot contract civ		14902	3831	1001	3793	25.7%	26.4%
% civ contracted		64.7%	72.6%	63.2%	50.9%		
122402							
total civ		16818	4266	310	2101	25.4%	14.8%
tot contract civ		11334	3239	183	1039	28.6%	17.6%
% civ contracted		67.4%	75.9%	59.0%	49.5%		
122403							
total civ		28570	7088	2062	9068	24.8%	22.7%
tot contract civ		20375	5179	1646	6473	25.4%	25.4%
		71.3%	73.1%	79.8%	71.4%		
122404							
total civ		20758	3717	1447	7985	17.9%	18.1%
tot contract civ		13920	2625	911	4143	18.9%	22.0%
% civ contracted		67.1%	70.6%	63.0%	51.9%		
122405							
total civ		23135	6543	1328	7410	28.3%	17.9%
total contracted civ		17380	5199	1081	5150	29.9%	21.0%
% civ contracted		75.1%	79.5%	81.4%	69.5%		
122406							
total civ		24998	6738	1366	6519	27.0%	21.0%
tot contract civ		19374	5508	1020	4387	28.4%	23.3%
% civ contracted		77.5%	81.7%	74.7%	67.3%		
122407							
total civ		17720	2982	1064	9271	16.8%	11.5%
tot contract civ		2834	669	38	299	23.6%	12.7%
% civ contracted		16.0%	22.4%	3.6%	3.2%		
122408							
total civ		14399	2871	373	3262	19.9%	11.4%
tot contract civ		3297	683	79	730	20.7%	10.8%
% civ contracted		22.9%	23.8%	21.2%	22.4%		
122409							
total civ		17892	1826	306	1976	10.2%	15.5%
tot contract civ		1499	248	21	194	16.5%	10.8%
% civ contracted		8.4%	13.6%	6.9%	9.8%		
122410							
total civ		17105	2832	1327	10666	16.6%	12.4%
tot contracted civ		3378	637	79	788	18.9%	10.0%
% civ contracted		19.7%	22.5%	6.0%	7.4%		
1224XX							
total civ		204428	44141	11166	65708	21.6%	17.0%
tot contracted civ		108293	27818	6059	26996	25.7%	22.4%
% civ contracted		53.0%	63.0%	54.3%	41.1%		

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122501		SIS IND VOLUME	SIS RJR VOLUME	AIM RJR VOLUME	AIM IND VOLUME	SIS SOM	AIM SOM
total vol		27287	5894	494	3936	21.6%	12.6%
tot contract vol		17463	5042	400	2574	28.9%	15.5%
% vol contracted		64.0%	85.5%	81.0%	65.4%		
122502							
total vol		23477	2623	593	6721	11.2%	8.8%
tot contract vol		12845	2277	344	3208	17.7%	10.7%
% vol contracted		54.7%	86.8%	58.0%	47.7%		
122503							
total vol		26238	3670	982	6911	14.0%	14.2%
tot contract vol		12635	2469	670	2381	19.5%	28.1%
% vol contracted		48.2%	67.3%	68.2%	34.5%		
122504							
total vol		31688	4449	673	5297	14.0%	12.7%
tot contract vol		12865	2455	359	2295	19.1%	15.6%
% vol contracted		40.6%	55.2%	53.3%	43.3%		
122505							
total vol		19507	1178	213	2382	6.0%	8.9%
tot contract vol		2185	734	15	280	33.6%	5.4%
% vol contracted		11.2%	62.3%	7.0%	11.8%		
122506							
total vol		22317	3656	769	6289	16.4%	12.2%
tot contract vol		16926	2966	651	4485	17.5%	14.5%
% vol contracted		75.8%	81.1%	84.7%	71.3%		
122507							
total vol		30512	3706	2256	22437	12.1%	10.1%
tot contract vol		12521	2043	480	3237	16.3%	14.8%
% vol contracted		41.0%	55.1%	21.3%	14.4%		
122508							
total vol		29541	4129	988	10106	14.0%	9.8%
tot contract vol		17695	2776	527	3254	15.7%	16.2%
% vol contracted		59.9%	67.2%	53.3%	32.2%		
122509							
total vol		17608	1178	242	3698	6.7%	6.5%
tot contract vol		3525	648	50	643	18.4%	7.8%
% vol contracted		20.0%	55.0%	20.7%	17.4%		
122510							
total vol		18877	2917	264	3507	15.5%	7.5%
tot contract vol		860	196	15	149	22.8%	10.1%
% vol contracted		4.6%	6.7%	5.7%	4.2%		
1225xx							
total vol		247052	33400	7474	71284	13.5%	10.5%
tot contract vol		109520	21606	3511	22504	19.7%	15.6%
% vol contracted		44.3%	64.7%	47.0%	31.6%		

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Independent Contract CIV / SOM

122601		SIS IND VOLUME	SIS RJR VOLUME	AIM RJR VOLUME	AIM IND VOLUME	SIS SOM	AIM SOM
total vol		31155	6698	1508	16870	21.5%	8.9%
tot contract vol		23169	5673	1135	11431	24.5%	9.9%
% vol contracted		74.4%	84.7%	75.3%	67.8%		
122602							
total vol		27720	5655	1770	12829	20.4%	13.8%
tot contract vol		20683	4583	1321	8801	22.2%	15.0%
% vol contracted		74.6%	81.0%	74.6%	68.6%		
122603							
total vol		21517	3914	1785	11415	18.2%	15.6%
tot contract vol		12990	2607	1084	6500	20.1%	16.7%
% vol contracted		60.4%	66.6%	60.7%	56.9%		
122604							
total vol		28195	5475	2922	15387	19.4%	19.0%
tot contract vol		22136	4638	2329	11371	21.0%	20.5%
% vol contracted		78.5%	84.7%	79.7%	73.9%		
122605							
total vol		13281	1735	867	10374	13.1%	8.4%
tot contract vol		3064	454	152	1530	14.8%	9.9%
% vol contracted		23.1%	26.2%	17.5%	14.7%		
122606							
total vol		14068	1841	862	8419	13.1%	10.2%
tot contract vol		2293	390	99	819	17.0%	12.1%
% vol contracted		16.3%	21.2%	11.5%	9.7%		
122607							
total vol		11874	1641	738	5597	13.8%	13.2%
tot contract vol		3523	594	327	2063	16.9%	15.9%
% vol contracted		29.7%	36.2%	44.3%	36.9%		
122608							
total vol		18826	3001	882	6162	15.9%	14.3%
tot contract vol		2892	539	253	1377	18.6%	18.4%
% vol contracted		15.4%	18.0%	28.7%	22.3%		
122609							
total vol		11507	1746	944	7652	15.2%	12.3%
tot contract vol		2123	323	91	715	15.2%	12.7%
% vol contracted		18.4%	18.5%	9.6%	9.3%		
1226xx							
total vol		178143	31706	12278	94705	17.8%	13.0%
tot contract vol		92873	19801	6791	44607	21.3%	15.2%
% vol contracted		52.1%	62.5%	55.3%	47.1%		

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Independent Contract CIV / SOM

122901	SIS IND VOLUME	SIS RJR VOLUME	AIM RJR VOLUME	AIM IND VOLUME	SIS SOM	AIM SOM
total vol	28195	3814	2635	20052	13.5%	13.1%
tot contract vol	26525	3495	2587	18857	13.7%	13.6%
% vol contracted	90.5%	91.6%	97.4%	94.0%		
122902						
total vol	21834	3817	1263	9633	17.5%	13.1%
tot contract vol	19842	3418	1190	8644	17.4%	13.8%
% vol contracted	90.0%	89.5%	94.2%	89.7%		
122903						
total vol	18733	2879	106	1012	15.4%	10.5%
tot contract vol	5112	749	47	471	14.7%	10.0%
% vol contracted	27.3%	26.0%	44.3%	46.5%		
122904						
total vol	13923	2038	641	6845	14.6%	9.4%
tot contract vol	6642	932	318	3044	14.0%	10.4%
% vol contracted	47.7%	45.7%	49.3%	44.5%		
122905						
total vol	21393	3631	957	6299	17.0%	15.2%
tot contract vol	19469	3340	888	5474	17.2%	16.2%
% vol contracted	91.0%	92.0%	92.8%	86.9%		
122906						
total vol	23946	3633	1705	12266	15.2%	13.9%
tot contract vol	21124	3211	1565	10370	15.2%	15.1%
% vol contracted	88.2%	88.4%	91.8%	84.5%		
122907						
total vol	16852	2586	289	4560	15.3%	6.3%
tot contract vol	7055	1067	107	1574	15.1%	6.8%
% vol contracted	41.9%	41.3%	37.0%	34.5%		
122908						
total vol	15340	2080	528	6208	13.6%	8.5%
tot contract vol	8379	1241	292	3224	14.8%	9.1%
% vol contracted	54.6%	59.7%	55.3%	51.9%		
122909						
total vol	29657	5593	1144	7554	18.9%	15.1%
tot contract vol	27985	5382	1105	7082	19.2%	15.6%
% vol contracted	94.4%	95.9%	96.6%	93.8%		
122910						
total vol	26661	5016	903	4343	18.8%	20.8%
tot contract vol	21156	4115	790	3604	19.5%	21.9%
% vol contracted	79.4%	82.0%	87.5%	83.0%		
122911						
total vol	27871	5031	221	4740	18.1%	4.7%
tot contract vol	14026	2554	136	2997	16.2%	4.5%
% vol contracted	50.3%	50.8%	61.5%	63.2%		
122912						
total vol	24764	4756	90	1124	19.2%	8.0%
tot contract vol	5893	1281	49	605	21.7%	8.1%
% vol contracted	23.8%	26.9%	54.4%	53.8%		
1229xx						
total vol	269169	44874	10482	84634	16.7%	12.4%
tot contract vol	182008	30765	9052	65946	16.9%	13.7%
% vol contracted	67.6%	68.6%	86.4%	77.9%		

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